



Overview



Develop America's Airmen Today ... for Tomorrow

- Sensation
- Perception
- Beliefs
- Attitudes
- Intentions
- Behavior



Sensation



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- Sensation can be defined as ***the passive process of bringing information from the outside world into the body and to the brain.*** The process is passive in the sense that we do not have to be consciously engaging in a "sensing" process.

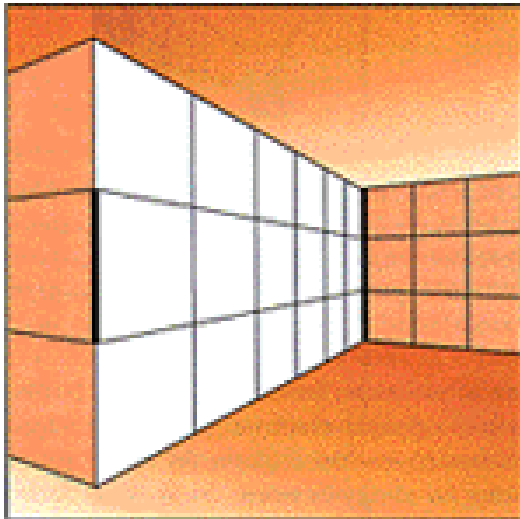


Perception



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- Perception can be defined as ***the active process of selecting, organizing, and interpreting the information brought to the brain by the senses***





Beliefs



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- **Beliefs – what people perceive to be true. They may or may not be correct.**
- **Antecedents to beliefs – those conditions that "set the stage" for beliefs to develop**
 - culture
 - community
 - past experiences
 - family and friends
 - individual characteristics





Attitudes



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- **Attitude – a learned predisposition to evaluate and respond in a consistently favorable or unfavorable manner with respect to a given object, person or situation.**
- **Attitudes are the relatively enduring positive or negative feeling about some person, object, or issue.**





Results of Beliefs and Attitudes



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- **Intentions – those behavioral plans individuals make with respect to another person, object or situation.**
- **Behaviors – any observable and measurable act, response, or movement by an individual. The impact of beliefs and attitudes is reflected in people's behaviors.**



Theory of Planned Behavior



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